

DEPARTMENT OF ADMINISTRATION  
GENERAL SERVICES DIVISION  
STATE PROCUREMENT BUREAU

[gsd.mt.gov](http://gsd.mt.gov)



BRIAN SCHWEITZER  
GOVERNOR

STATE OF MONTANA

MITCHELL BUILDING, ROOM 165  
PO BOX 200135

(406) 444-2575  
(406) 444-2529 FAX  
TTY Users-Dial 711

HELENA, MONTANA 59620-0135

**SAMPLE RFP SCORING GUIDE**

**(NOTE: These percentages are only examples and can be tailored to fit the needs of the project.)**

In awarding points to the evaluation criteria, the evaluator/evaluation committee will consider the following guidelines:

**Superior Response (90-100%):** A superior response is a highly comprehensive, excellent reply that meets all of the requirements of the RFP. In addition, the response may cover areas not originally addressed within the RFP and/or include additional information and recommendations that would prove both valuable and beneficial to the agency.

**Good Response (75-89%):** A good response meets all the requirements of the RFP and demonstrates in a clear and concise manner a thorough knowledge and understanding of the project, with no deficiencies noted.

**Fair Response (60-74%):** A fair response minimally meets most requirements set forth in the RFP. The offeror demonstrates some ability to comply with guidelines and requirements of the project, but knowledge of the subject matter is limited.

**Failed Response (0-59% or less):** A failed response does not meet the requirements set forth in the RFP. The offeror has not demonstrated sufficient knowledge of the subject matter.